

REQUEST FOR PROPOSAL

Addendum # 2



Department Of Executive Services
Finance and Business Operations Division
Procurement and Contract Services Section
206-684-1681 TTY RELAY: 711

DATE ISSUED: July 1, 2005

RFP Title: Maintenance, Repair, Support, Monitoring, Training, Consultation, Purchase & Equipment Refresh Services for Marconi Equipment

Requesting Dept./ Div.: King County Department of Executive Services – ITS

RFP Number: 140-05RLD

Revised Due Date: July 14, 2005 - 2:00 P.M.

Buyer: Roy L. Dodman, roy.dodman@metrokc.gov (206) 263-4266

This addendum is issued to revise the original Request for Proposal, dated June 16, 2005 as follows:

1. The proposal opening date remains as changed in Addendum 1: Thursday, July 14, 2005 no later than 2:00 p.m. exactly.
2. A spreadsheet with listed County-owned Marconi equipment is available. This document will be posted to the County website, and is available by contacting the Buyer listed above. It will also be included in e-mailed versions of this Addendum. It is now referred to as "Attachment B" to the RFP.

The following information items and questions were discussed at the pre-proposal conference:

- Q1: Section II, Part 4, Sub-Section A, Item 6 reads: "Using Appendix C, provide at least three (3) customer references related to Marconi product lines (ServiceOn Data Service Enterprise, ViPr Desktop Terminals and/or ViPr Conference Room Systems, ViPr Intermedia Gateway, ViPr Desktop Terminals and/or H.320 Signaling Gateways, –ViPr Conference Room Systems, SIP-H.323 and H.323 Video Servers, Unicast-Audio-Mixer, Media Interface Servers, and Telephony Gateways, ATM, etc.) installations sold by your company." Vendor is requesting a copy of Appendix C.

(continued on page 2)

TO BE ELIGIBLE FOR AWARD OF A CONTRACT, THIS ADDENDUM MUST BE SIGNED AND SUBMITTED TO KING COUNTY

Sealed proposals will only be received by:

King County Procurement Services Section, Exchange Building, 8th floor, 821 Second Avenue, Seattle, WA 98104-1598. Office hours: 8:00 a.m. - 5:00 p.m., Monday - Friday

Company Name

Address

City / State / Postal Code

Signature

Authorized Representative/Title

Email

Phone

Fax

This Request for Proposal – Addendum will be provided in alternative formats such as Braille, large print, audiocassette or computer disk for individuals with disabilities upon request.

A1: See new MS Excel Attachment B, noted in item 2 above.

Q2: Section II, Part 4, Sub-Section C, Item 2 reads: "See Appendix A to obtain the product, maintenance, support and monitoring description list. Using the table identified in appendix A, state next to each product, maintenance, support and monitoring description types, two quantity break points, discount level and total item cost for each purchasing contract option. The discount should be based on the current Marconi list price.

A2: Yes

Q3: Appendix A is also referenced in Item 3 of Sub-section C, in the concluding paragraph to Part 4 of Section II, Item 9 of Sub-section A of Part 6, and in concluding paragraph to Part 8. Would you please confirm if Appendix A differs from Attachment A, also referenced in the RFP If so, please provide us a copy of the referenced Appendix A.

A2: Appendix A and Attachment A as referenced in the RFP are one in the same. This has been update; In addition to the information contained in Attachment A, see the new Attachment B that is referenced in Item 2 above..

Q3: On Page 2 of the RFP document under Submittal, it reads: "The Proposer shall provide **one unbound original and seven (7) copies of the proposal response, data or attachments offered, for eight (8) items total**. The original in both cases shall be noted or stamped "Original". In addition, the MS Excel spreadsheet (1 file, 3 worksheets) noted as **Pricing Attachment A** in this RFP shall be submitted both as a printed hard-copy and as an electronic file. Submit two (2) hard copies, and provide an electronic file in CD-ROM format, single copy."

However, on Page 6 in **PART 3 - INFORMATION TO VENDORS**, it is stated "**One original and five copies of each proposal** will be submitted on company letterhead in a binder or company packet folder using standard 8-1/2" x 11" paper.

Could you please clarify how many copies are to be submitted and what are the response document binding requirements?

A3: To clarify, one (1) unbound original and 7 bound copies of your proposal to include Appendix C, which was left out of the original RFP. Appendix C is now included in this Addendum on page 5. The following also needs to be submitted: Two (2) printed copies of Pricing Attachment A & B along with one (1) CD-Rom of the MS Excel Pricing Attachment A& B. The binding option type is up to the Vendor. It can be comb or binder type.

Do not forget to submit one (1) signed copy of the entire RFP document along with any Addendum that is issued.

Q4: Can the RFP be extended by two weeks to July 21, 2005?

A4: As noted in Addendum 1, King County will extend the proposal due date by one week. This changes the RFP due date to July 14, 2005.

Q5: In Part 5, "Equipment Refresh," King County is requesting pricing for a hardware refresh on their SCPs. We are concerned that the 1) early version 10/100 Ethernet modules and the 2) Series D network modules may be un-supportable in a 3, 4 or 5 year timeframe. Will there be a separate plan to upgrade these products at a future date or should we provide a provision for a refresh for these products, as well?

A5: King County welcomes a provision for a refresh approach to address the Series D network. The only request we have is that it be provided in a separate spreadsheet.

Q6: In Part 5, "Equipment Refresh," King County has requested pricing for four different scenarios. Please describe the goals of each of these four scenarios.

A6: The only goal is to gain an understanding of the price margins associated with the four scenarios.

Q7: Our firm has records of what has been purchased by King County, but this purchase record does not always match what needs to be covered under our support options. Does King County have a current list of hardware for which support coverage is being requested?

A7: Yes, all the equipment requiring support is identified in the electronic MS Excel spreadsheet, Attachment B.

Q8: What is the current version of OS on the Marconi equipment?

A8: We have several OS versions. I believe the appropriate way to answer this question is that we currently operate equipment with version 7.1 and above.

Q9: Is there a Network Management ELAN/VLAN for all of the I-Net network equipment? (i.e. ATM, Ethernet, routers, etc)

A9: Yes

Q10: How much support is the KC I-Net staff able to offer during upgrades or implementations? Will KC provide all of the labor/staffing for the "refresh" process?

A10: King County I-Net staff is responsible for all upgrades, implementation and engineering activities, for all integration tasks. No additional staffing is needed to implement the refresh project.

Q11: What network management tools are currently used by KC I-Net and KC WAN? (i.e. SoD, OpenView, etc.)

A11: Please provide this question's objective.

Q12: May we obtain a copy of (or pointer to) King County Code, Chapter 3.24? (This provides the limited eligible costs for travel, lodging and meal expenses for any related Changed Work.)

*A12: King County follows Federal Guidelines. You may find this information at the following government web site:
http://www.gsa.gov/Portal/gsa/ep/contentView.do?queryYear=2005&contentType=GSA_BASIC&contentId=17943&queryState=Washington&noc=T*

Q13: Our company has identified components (in addition to SCPs) in the King County network that may enter End of Life status within the scope of the proposed contract term. Specifically part numbers: NM-1/622SMIRD, NM-1/622SMLRD, NM-4/155SMIRD, NM-4/155SMLRD, and NM-4/ETH-TX. Would King County's network management personnel like us to build refresh scenarios similar to the SCP scenarios currently specified under this RFP?

A13: Yes. Please present the scenario in a separate spreadsheet.

Q14: In Part 5, "Equipment Refresh" (also in attachment-A), King County has requested pricing for four different scenarios. Are these scenarios accurate counts for the equipment to be refreshed?

A14: Yes

Q15: Revised Attachment-A to reflect EOL part numbers and addition of NM-4/ETH-TX (10/100 BART) network module refresh scenarios (4). We need the King County "OK" to use this document moving forward.

A15: Please share the EOL part number information with all the other bid participants. (This equipment is listed in Attachment B.)

Q16: Spreadsheet to list products added to Marconi's portfolio and/or part number changes. We need the "OK" to use this addendum moving forward.

A16: OK, see Attachment B.

Q17: Please provide a list of all known hardware in the King County network that Marconi has assigned to King County. We need this document approved by King County's network management team in order to move forward and determine a price for support (and competitive discounts). The management team must

return this document to us (or one similar to it) as an official list of equipment requiring support. This document from King County is necessary to build a (competitive) discount structure based upon the entire bid amount and is necessary to compete effectively.

A17: Attachment B details all known I-Net inventory. Please base the pricing on the inventory identified in the spreadsheet.

Q18: Part 6, subsection A, item 9: The vendor shall verify the inventory provided in Appendix A within two weeks after the contract is signed and provide an updated list to KC I-Net. Is it King County's intention to verify the "availability for sale" of those products listed on Appendix A, which is a Marconi product portfolio (line-item) list?

A18: The purpose of this context is to sync up the I-Net inventory list with all the Marconi I-Net equipment purchases. If this does not answer your question, please rephrase.

APPENDIX C – REFERENCES

Provide a minimum of 3 references

1. Company _____

Date: _____

Contract Amount: _____

Length of contract duration _____

Scope of Project: _____

Contact Person: _____

Phone: _____

Address: _____

Fax: _____

E-mail _____

2. Company _____

Date: _____

Contract Amount: _____

Length of contract duration _____

Scope of Project: _____

Contact Person: _____

Phone: _____

Address: _____

Fax: _____

E-mail _____

3. Company _____

Date: _____

Contract Amount: _____

Length of contract duration _____

Scope of Project: _____

Contact Person: _____

Phone: _____

Address: _____

Fax: _____

E-mail _____
